

## Adam J. Hoffer

---

Department of Economics, University of Wisconsin-La Crosse  
1725 State Street  
La Crosse, WI 54601

Email: [ahoffer@uwlax.edu](mailto:ahoffer@uwlax.edu)  
Phone: (304) 376-4286

---

### EDUCATION

Doctorate of Philosophy in Economics, May 2012  
West Virginia University, Morgantown, West Virginia

Bachelor of Arts in Economics, minor Business Administration, May 2008 (cum laude)  
Washington & Jefferson College, Washington, Pennsylvania

### ACADEMIC POSITIONS

Director, Wisconsin Initiative for Economic Research, September 2016 – present  
Associate Professor, University of Wisconsin-La Crosse, August 2017 – present  
Assistant Professor, University of Wisconsin- La Crosse, August 2012 – July 2017

### EDITORIAL AND BOARD POSITIONS

Associate Editor, *Journal of Economics and Finance Education*, January 2017 – present  
Interim Managing Editor, *Journal of Economics and Finance Education*, 2017 – 2018  
Board of Policy Advisors, Heartland Institute

### PEER-REVIEWED PUBLICATIONS

- “State Cigarette Taxes and Health Expenditures: Evidence from Dynamic Spatial Lag Panel Models.” (with Brad Humphreys and Jane Ruseki). *Papers in Regional Science*. In press.
- “Preference Policies: Perpetual Costs of Distributive Politics.” (with Russell Sobel). *Journal of Public Finance and Public Choice*. In press.
- “Small-Business Financing after the Financial Crisis - Lessons from the Literature.” (with David Wille and Stephen Miller). *Journal of Entrepreneurship and Public Policy*. In press.
- “Teaching Corporate Finance using a Stock Trading Simulation: Student Expectations, Engagement, Performance, and Satisfaction.” (with Serkan Karadas). *Journal of Economics and Finance Education*, 2017, 16(2): 69-84.
- “Income-Expenditure Elasticities of Less Healthy Consumption Goods.” (with Michael Thomas, Rejeana Gvillo, and William Shughart II). *Journal of Entrepreneurship and Public Policy*, 2017, 6(1): 127-148.
- “Using Fantasy Football to Teach Economics,” (with Kyle Collins). *Perspectives on Economic Education Research*. 2016 19(1): 94-114.
- “Excise Tax Setting in a Dynamic Space-Time Framework.” (with Donald Lacombe), *Public Finance Review*, 2016, 45(5): 628 - 646

- “Exercising Willpower: Differences in Willpower Depletion among Athletes and Nonathletes.” (with Lisa Giddings), *Contemporary Economic Policy*, 2016, 34(3): 463-474.
- “Are Voters Rational on the Margin?: A Spatial Analysis of Voter Turnout in U.S. Presidential Elections.” *Journal of Public Finance and Public Choice*. 2014 32(1): 45-57.
- "Special Interest Spillover and Tobacco Taxation." *Contemporary Economic Policy*. 34(1): 146-157. 2016.
- “A Classroom Game to Teach the Principles of Money and Banking.” *Cogent Economics and Finance*. 3(1) 2015.
- “Rockonomix.” (with Kim Holder, Abdullah Al-Bahrani and Solina Lindahl). *Journal of Economic Education*, 46(3), 443. 2015.
- “Do Monetary Incentives Matter in Classroom Experiments? Effects on Game and Course Performance.” (with Matthew C. Rousu, Jay R. Corrigan, David Harris, Jill Hayter, Scott Houser, Becky A. Lafrancois, Olugbenga Onafowora, and Gregory Colson). *Journal of Economic Education*. 46(3), 341-349. 2015.
- “Did You Say That Voting is Ridiculous?: Using *South Park* to Teach Public Choice.” (with George Crowley.) *Journal of Private Enterprise*. 30(3), 103-109. 2015. **Winner of Best Pedagogical Note.**
- “Trends in NCAA Athletic Spending Arms Race or Rising Tide?” (with Brad Humphreys, Donald Lacombe, and Jane Ruseki). *Journal of Sports Economics*. 16 (6): 576-596. 2015.
- “The Effects of Revenue Changes on NCAA Athletic Departments' Expenditures.” (with Jared Pincin) *Journal of Sport & Social Issues*. 2015.
- “The Effects of Conference Realignment on NCAA Athletic Departments.” (with Jared Pincin). *Applied Economics Letters*. 1-15. 2015.
- “Fixing Fallacies.” *Journal of Private Enterprise*. 29(2):141-147. 2014.
- “Sin Taxes and Sindustry: Revenue, Paternalism and Political Interest.” (with William Shughart II, and Michael Thomas). *The Independent Review: A Journal of Political Economy*. 19(1): 47-64. 2014.
- “Does salary discrimination persist for foreign athletes in the NBA?” (with Ryan Freidel). *Applied Economics Letters*. 21:1, 1-5. 2014.
- “The Political Economy of Tobacco Control Expenditures.” (with Adam Pellillo). *Applied Economic Letters*. 19:18, 1793-1797. 2012

## BOOKS

- Editor and Author, “For Your Own Good: Paternalism, Taxes, and Fiscal Discrimination in the Twenty-First Century,” (with Todd Nesbit). *Mercatus Center at George Mason University*. January, 2018..
- Chapter Author, “When it Comes to Taxes in Tennessee: Focus on Competitive Advantage,” (with Joshua Hall) in *Freedom and Prosperity in Tennessee*, J.R. Clark, editor. Chattanooga: Scott L. Probasco Chair of Free Enterprise, 69-86. 2012.

**PUBLISHED WORKING PAPERS**

- “Small-Business Financing after the Financial Crisis: Lessons from the Literature.” (with Stephen Miller and David Wille). *Mercatus Center Working Paper*. 2016.
- “Regressive Effects: Causes and Consequences of Selective Consumption Taxation.” (with Rejeanna Gvillo, William Shughart, and Michael Thomas). *Mercatus Center Working Paper*. 2015.
- “Preference Policies.” (with Russell Sobel). *Mercatus Center Working Paper*. 2015.
- “Sin Taxes: Size, Growth, and Creation of the Sindustry.” (with William Shughart, and Michael Thomas) *Mercatus Center Working Paper*. 2013
- “The Effects of Dedicating Tax Revenue.” (with George Crowley). *Mercatus Center Working Paper*. 2012

**PUBLISHED BOOK REVIEWS**

- “Edward D. Kleinbard, We Are Better Than This: How Government Should Spend Our Money.” *The Independent Review: A Journal of Political Economy*. Forthcoming.
- “Denise Minger, Death by food pyramid: how shoddy science, sketchy politics and shady special interests have ruined our health.” *Public Choice*. (2015) 162:201-203

**GRANT FUNDED RESEARCH AND PROJECTS****Primary Investigator – Over \$650,000 in Funded Grants**

- “A Sports Economics Speaker Series,” Institute for Humane Studies, 2017
- “Special Interest, Cigarette Taxation, and State Health and Welfare Expenditures,” University of Wisconsin-La Crosse, 2017
- “Sports as a Lens for Exploring Economics,” Institute for Humans Studies, 2017
- “Wisconsin Initiative for Economic Research” Charles Koch Foundation, 2016.
- “Sports Economics and Voting,” Institute for Humane Studies, 2016.
- “The Power of Markets,” Charles Koch Foundation, 2016.
- “Symposium on Operations and Economics of Competitive Sports Teams.” Institute for Humane Studies, the John Templeton Foundation, the Charles Koch Foundation, the University of Wisconsin-La Crosse. 2016. [Flyer](#)
- “Weekly Colloquia and Entrepreneurship,” Charles Koch Foundation, 2015.
- “Spatial Effects of Selective Consumption Policy,” University of Wisconsin-La Crosse, 2015.
- “Selective Consumption Tax Policy and Income-Expenditure Elasticities of Obesity-Linked Consumption Goods,” University of Wisconsin-La Crosse, 2014.
- “Effects of Selective Consumption Tax Policy,” University of Wisconsin-La Crosse, 2014.
- “Preference Policies: Perpetual Costs of Competitive Distributive Politics,” Mercatus Center at George Mason University, 2014, with Russell S. Sobel.

“Milton Friedman Colloquia” Charles Koch Foundation, 2014.

“The Regressive Effects of Sin Taxes on the Lowest Income Earners” Mercatus Center at George Mason University, 2014, with Michael Thomas, William Shughart II., and Rejeana Gvillo.

“Identifying and Addressing Student Misconceptions,” University of Wisconsin-La Crosse, 2014.

“Introducing the Principles of Free Markets to Nontraditional Audiences,” Charles Koch Foundation, 2013.

“Behavioral Persistence: Willpower Development in Student Athletes and Student Workers,” University of Wisconsin-La Crosse, 2013.

“Faculty Grant Development Program,” University of Wisconsin-La Crosse, 2013.

“Online Course Development: Sports Economics,” University of Wisconsin-La Crosse, 2013.

“Budget Cuts and the 2013 Sequester,” Mercatus Center at George Mason University, 2013.

“The Economics of Choice and Conflict,” University of Wisconsin-La Crosse, 2013.

“Research Fellowship and Weekly Colloquia,” Charles Koch Foundation, 2012.

“Excise Taxes: What is Raised?” Mercatus Center at George Mason University, 2012, with William Shughart II and Michael Thomas.

#### **Co-Primary Investigator or Contracted Contributor**

“Earmarking: Leviathan’s Secret Weapon?” Mercatus Center at George Mason University, September,-December 2011, with George Crowley.

“From Higher Education to Work in West Virginia, 2010,” West Virginia Higher Education Policy Commission, May 2011-April 2012, with George Hammond.

“From Higher Education to Work in West Virginia, 2009,” West Virginia Higher Education Policy Commission, May 2010-April 2011, with George Hammond.

“From Higher Education to Work in West Virginia, 2008,” West Virginia Higher Education Policy Commission, May 2009-April 2010, with George Hammond.

#### **PUBLISHED MONOGRAPHS**

“Firm Size And Higher Education Graduate Employment In West Virginia 2010,” (with George Hammond). Bureau of Business and Economic Research, West Virginia University. February 2012

“From Higher Education to Work in West Virginia 2010,” (with George Hammond). Bureau of Business and Economic Research, West Virginia University. 2011

“From Higher Education to Work in West Virginia 2009,” (with George Hammond). Bureau of Business and Economic Research, West Virginia University. 2011.

“County Employment of West Virginia Higher Education Graduates 2009,” (with George Hammond). Bureau of Business and Economic Research, West Virginia University. 2010.

“West Virginia Higher Education Graduate Employment by Industry 2009,” (with George Hammond). Bureau of Business and Economic Research, West Virginia University. 2010.

“From Higher Education to Work in West Virginia 2008,” (with George Hammond). Bureau of Business and Economic Research, West Virginia University. 2010.

“Higher Education Tuition Assistance and Work in West Virginia 2008,” (with George Hammond). Bureau of Business and Economic Research, West Virginia University. 2009.

“Academic Achievement and Work in West Virginia 2007,” (with George Hammond). Bureau of Business and Economic Research, West Virginia University. 2009.

“Morgantown MSA Outlook: 2009-2013,” (with George Hammond and Peter Shirley). Bureau of Business and Economic Research, West Virginia University. 2009.

“Harrison County Economic Monitor January 2009,” (with George Hammond and Amy Higginbotham). Bureau of Business and Economic Research, West Virginia University. 2009.

## **PUBLISHED EDITORIALS**

“A College Money Game That Works.” (with Jared Pincin). Real Clear Sports. March 25, 2015.

“Trick or Treat? Government's Halloween Tax Costume.” (with William Shughart II). Multiple outlets, including McClatchy-Tribune News Service (Washington, D.C), the Sun Star, (Milwaukee, WI), and the Pittsburgh Post-Gazette (PA) October 24-31, 2014.

“Big Brother Declares War on Consumption.” (with William Shughart II and Michael Thomas). USA Today. August 5, 2013.

“‘Sin Tax’ Costs Outweigh Benefits.” (with William Shughart II and Michael Thomas) U.S. News and World Report. February 5, 2013.

## **WORKING PAPERS**

“Resource Allocation Under the Shadow of Conflict: An Experimental Investigation.” *under review*.

“Students’ grade expectations in principles of economics courses: How do they vary throughout the semester and what’s the impact of feedback?” (with Matthew C. Rousu, David Harris, Jill Kearns Hayter, Adam Hoffer, Scott Houser, Katarina Keller, Becky Lafrancois, and Olu Onafowora). *under review*.

“Causal Expenditure Effects of the 2010 Washington Soda Tax.”

## **RESEARCH IN PROGRESS**

“The Opportunity Cost of Defense Expenditures: A Laboratory Experiment Using Warcraft”

“Rational and Irrational Herding” (with Ming Tsang)

“The Calculus of Consent: An Experimental Investigation” (with Ming Tsang)

“Mental Accounting and Risky Financial Decisions (with Ming Tsang, Adam Stivers, and Richard Deaves)”

“Overconfidence and Herd Behavior: A Lab Investigation” (with Ming Tsang, Adam Stivers, and Richard Deaves)

“Local Knowledge, Local Curriculum: A Model for University and High School Economics Educators Partnership”

“Using Data and Research to Dispel Misconceptions”

“Auctions as an Economics Teaching Tool using Volunteer Hours as Classroom Currency”

“Economic Freedom and Migration in the United States”

“Does Stadium Construction Cause Immigration?: Evidence from US Counties”

“The Long-Run Economic Effects of Tariff Protectionism”

“Identifying Individual Player Value with the Help of Vegas Point Spreads Values”

“Crime and Culture in the NFL”

“State Cigarette Taxes and Health Expenditures: Evidence from Dynamic Spatial Lag Panel Models” (with Brad Humphreys and Jane Ruseki)

## TEACHING EXPERIENCE

Sports Economics, face-to-face, blended, and online.

Modern Political Economy.

Principles of Microeconomics, small sections (30 students) and large sections (331 students).

Principles of Macroeconomics, face-to-face and online

Intermediate Microeconomics.

Independent Study.

## RESEARCH INTERESTS

Political Economy, Experimental Economics, Sports, Education, Spatial Econometrics

## SERVICE

Referee, *Journal of Health Economics*, *Public Choice*, *National Tax Journal*, *Contemporary Economic Policy*, *Applied Economics*, *Journal of Entrepreneurship and Public Policy*, *Journal of Sports Management*, *International Journal of Sports Finance*, *Mercatus Center Working Paper Series*, *European Sport Management Quarterly*, *Public Finance Review*, *Journal of Economic Education*, *The Social Science Journal*, *International Review of Applied Economics*, *Applied Economics Letters*, *Papers in Regional Science*

Faculty Senate, University of Wisconsin-La Crosse

Grant Committee, University of Wisconsin-La Crosse Foundation Small Grants Program

Grant Committee, University of Wisconsin-La Crosse Faculty Research Grant Program

Graduate Student Supervisor, University of Wisconsin- La Crosse.

## REFERENCES

### **Joshua C. Hall**

Phone: 304-293-7870

Email: jhall23@mail.wvu.edu

### **William F. Shughart II**

Phone: 435-797-1571

Email: william.shughart@usu.edu

### **Russell S. Sobel**

Phone: 843-953-5162

Email: russell.sobel@citadel.edu

### **Brad Humphreys**

Phone: 304-293-7871

Email: brad.humphreys@mail.wvu.edu